



Recruiter

The Magazine of the Air Force Recruiting Professional

AIRFORCE.COM

... a whole new
dimension in recruiting



February Top EA Recruiters

SSgt Nathaniel Johndrew 313 RCS
 TSgt Michael Nadeau 319 RCS
 TSgt Francis Thurman 311 RCS
 SSgt Christian Bolduc 313 RCS
 SSgt Scott Hitchcock 313 RCS
 TSgt Robert Valenti 313 RCS
 TSgt Timothy Capuchino 314 RCS

February Top Flight Chiefs

TSgt Johnny Potter 348/C 400%
 MSgt Jose Rodriguez 364/C 400%
 SSgt Valentine Cameron 369/C 400%
 SSgt Lawrence Kirkley 347/C 350%
 TSgt Robert Clemons 341/E 350%
 SSgt Scott Wold 368/C 350%
 SSgt Demarcus Tate 349/D 300%
 MSgt Tomas Stilin 342/G 300%
 TSgt James Kupihea 361/C 300%
 TSgt Alridge Allsman 362/C 300%

February Top OA Producers

Physician	Nurse	Dentist	OTS
337 RCS 60%	348 RCS 110%	331 RCS 100%	317 RCS 97.3%
331 RCS 50%	345 RCS 87.5%	333 RCS 100%	362 RCS 68.1%
332 RCS 50%	311 RCS 80%	342 RCS 100%	344 RCS 63.3%
339 RCS 50%			
349 RCS 50%			

Recruiter Spotlight

Tech. Sgt. Ron Watson

Job: NCOIC, Logistics

Duty Station: 313th
Recruiting Squadron,
Syracuse, N.Y.

Hometown: Allentown,
Pa.

Time in the Air Force:
18 years

Time in AFRS: Four
years

Hobbies: Snowmobiling,
skiing, camping and
boating

What inspires you to do what you do? Mission success.
Our enlisted accessions team has been No. 1 Net Res in the
nation for two months.

What are your personal and career goals? I want to
complete my Community College of the Air Force degree in
logistics management and get promoted to master sergeant.

What hints can you give to others about recruiting? Don't
drive more than five mph through the interstate EZ-Pass
tollbooth lanes!

What is the best advice you have ever received? Accept
the challenge, it's the only way you'll know your limits.

What is your personal motto? Always there to lend a hand.



Recruiter

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Chief, Public Affairs

Maj. Terry Bowman

Superintendent, Public Affairs

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cover photo



This issue covers AIRFORCE.COM, the Air Force's premier interactive Web site. Air Force presence on the Internet is changing the way the service finds recruits. Launched in 1996, the site is the service's top source for recruiting prospects, generating more than 13,000 sales leads each month.

Graphic illustration by Capt. Christa D'Andrea.

Air Force Assistance Fund: Airmen Helping Airmen

By Gen. Don Cook
Commander, Air Education and Training Command



Distributing phone cards to deployed members — \$141,000. Giving “Parents a Break” — \$738,000. Assisting a master sergeant and his family in getting back on their feet after incurring expensive medical bills to cure his wife’s breast cancer — priceless!

One of the most enduring benefits of being part of today’s Air Force is the collective pride we take in functioning as “one force, one family.” And one way we show our constant support for one another is through the Air Force Assistance Fund campaign.

The examples noted above are representative of the thousands of generous acts Air Force people perform everyday that are made possible by your generosity to the AFAF.

For the past 30 years, donations to this campaign have helped airmen and their families with emergency assistance, education grants, volunteer childcare, community enhancement programs and assisted living for our veteran heroes and their widowed spouses.

AFAF gives airmen the opportunity to directly help other airmen in need by contributing to

four charitable organizations that benefit active duty, Reserve, Guard and retired Air Force people and their families, including surviving spouses and their families. The organizations are the Air Force Aid Society, Air Force Enlisted Foundation, Air Force Village Indigent Widow’s Fund and the General and Mrs. Curtis E. LeMay Foundation.

This year’s Air Force-wide campaign begins Feb. 24 and runs through May 9. Your installation commander will determine the five-week timeframe within these dates to carry out your community’s campaign.

In 2002, AETC people donated an astonishing \$996,612 — 123 percent of our command goal. Air Force contributions totaled \$5.1 million, 111 percent of the Air Force goal. Unlike many other charitable concerns, the contributions Air Force people make to the AFAF go directly into helping other Air Force people and their families.

It’s very comforting to know

this program works for all Air Force family members and aids people where it is needed most. Prior year contributions may have helped the airman first class who assisted you at the military personnel flight, the retired person you spoke to at the base exchange or your technical training instructor.

This year’s donation may even find its way back to you in time of need or to someone close to you.

The decision to contribute to the AFAF is yours alone to make. But I ask that you remember one thing: This fund drive helps our own — our Air Force family.

If you have further questions regarding the AFAF, please contact your local AFAF representative. ♦



Changi

by Maj. Terry Bowman
Air Force Recruiting Service Chief of Public Affairs

It's 2 a.m. on a Sunday. Satisfied that all of his questions are answered, America's newest airman just shut down the computer and is heading to bed. He'll sleep well tonight — he's just decided to enlist. Tomorrow, he'll call his recruiter for a follow-up appointment.

Creative recruiter flextime? Not at all. It's the Air Force's presence on the Internet and it is changing the way the service finds new prospects.

A fledgling recruiting presence on the Internet began in 1996 with the launch of AIRFORCE.COM. Like many government websites, it served as an electronic billboard offering flat information for potential recruits.

"We were thrilled to have 22,000 visitors each month during the first year," said Tim Talbert, Air Force Recruiting Service deputy chief of marketing. "We

knew the Internet was something big, but I don't think anyone truly understood the magnitude of the transformation that was taking place."

The initial investment of just over \$100,000 in "new media" has grown into a major portion of the AFRS marketing plan, with more than \$2.4 million budgeted in 2003.

AIRFORCE.COM is now the service's top source for new recruiting prospects, generating more than 13,000 sales leads each month. Driven by television, radio and print advertising campaigns, people are now "funneled" to the web much like they were to 800 numbers in the 1980s, according to Master Sgt. Tony Aubrey, interactive account executive and webmaster for the site.

"Instead of picking up a phone and dialing, they click

through pages and find exactly the information they are seeking," Sergeant Aubrey said.

Potential recruits use the Web site as a resource that often generates even more questions among applicants. To meet the demand, the Air Force recently added live chat sessions on the site, where prospects and experts meet cursor to cursor.

Use of the site has soared to more than 11 million visitors last year and has already grown more than 18 percent in 2003.

As the recruiting demographic of 18-24 year olds becomes increasingly digital, the service is retooling and keeping pace through constant process improvements and site enhancements.

A recent study by America Online found that 81 percent of teens between the ages of 12 to 17 use the Internet to e-mail



ing the face of recruiting

friends or relatives while 70 percent use it to send instant text messages via both personal computers and wireless devices.

By high school graduation, these statistics jump to 91 percent for e-mail and 83 percent for instant messaging. Fifty-six percent of teens aged 18 to 19 prefer the Internet to the telephone.

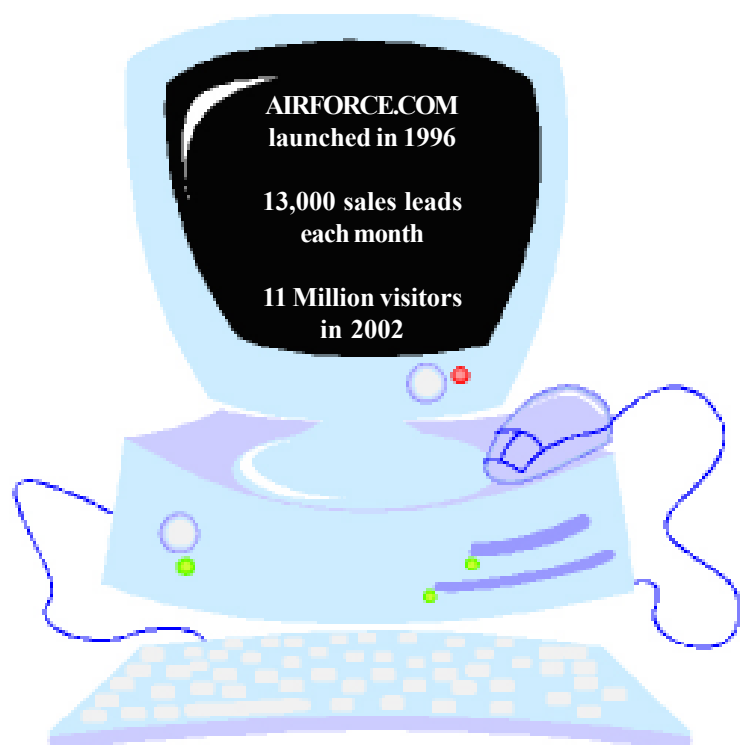
AFRS doesn't plan to hang up on the 1-800 number just yet, though. Nearly 125,000 calls came in last year, making the telephone anything but a digital dinosaur.

"We're in a transitional time where we can't afford to be without a strong Internet presence or some of our more traditional advertising programs such as printed literature and 800 numbers," Mr. Talbert said.

"We still see a need for literature and 800 numbers," said

Lt. Col. Carla Sylvester, AFRS marketing chief. "What we know for sure is that our customers are increasingly online and we've got to posture ourselves so that we can leverage that knowledge to

obtain quality leads for our recruiters over the next decade. The Internet has become the heart and soul of our marketing effort and is key to our future successes." ♦



Online Chatting attracts hundreds of

by Senior Master Sgt. Linda Brandon
Air Force Recruiting Service Public Affairs

Every weekday, AIRFORCE.COM Live adds a high-tech spin to Air Force recruiting efforts with live online chat sessions that are attracting upwards of 180 prospects daily.

Three interactive advisors at Headquarters Air Force Recruiting Service host the chat sessions.

Unlike other chat rooms where questions and answers are coming from all directions, each AIRFORCE.COM Live interactive advisor speaks one-on-one to specific prospects. They can each converse with up to five prospects simultaneously. Their objective during each chat session is to turn prospects into quality leads for recruiters.

"We try to help refine and drive a higher-quality lead to recruiters by giving prospects an opportunity to find out about the Air Force before they visit a recruiter," said Master Sgt. Tony Aubrey, interactive account executive. "For a lot of people, the anonymity of a chat room provides a lower threat than walking into a recruiter's office."

He believes it's also a good way to break down recruiter stereotypes.

"There are kids who are reluctant to talk to a recruiter because of the stigma of being talked into something they don't necessarily want," he said. "The interactive advisors can help dissipate a lot of these rumors and also answer some initial questions

for prospects."

Fielding questions about the Air Force is nothing new for the three interactive advisors. They are all retired Air Force members and collectively have 30 years of Air Force recruiting experience ranging from enlisted accessions to officer accessions.

"We try to help refine and drive a higher-quality lead to recruiters by giving prospects an opportunity to find out about the Air Force before they visit a recruiter."

-- Master Sgt. Tony Aubrey, interactive account executive.

"We're advisors, with real world experience," said Howard Brunje, interactive advisor. "So we know what it's like to be a recruiter and we know where they're coming from and what they deal with."

This knowledge holds them in good stead for answering hundreds of questions during each chat session. These can range from general questions about Air Force life to inquiries about prior service enlistments to enlistment disqualifiers.

Almost 11,000 prospects have visited the chat sessions since they first began in early September. Approximately nine percent of chats result in leads, according to Sergeant Aubrey.

"Interest from prospects is geared toward about 65 percent enlisted accessions and 35 percent officers," he said.

Additionally, more than 63 percent are between 17 and 27 years old. Another 15 percent are 24 to 35 years old.

f prospects

LIVE ON A COMPUTER NEAR YOU:
MONDAY - THURSDAY
NOON - 2:30 P.M.
4:00 P.M. - 6:30 P.M.
FRIDAY
NOON - 2:30 P.M.
NOTE: ALL TIMES ARE CENTRAL TIME

Although it's still a relatively new concept, expansion efforts are already underway for AIRFORCE.COM Live.

Future plans include additional advisors, guest advisors such as military training instructors and representatives from specific Air Force specialties

such as crew chiefs and pararescuemen. Ultimately, the interactive advisors will also have the ability to send prospects electronic AFRS brochures.

"We're taking Air Force recruiting online — because that's where our target is," Sergeant Aubrey said. "Kids are online and we will be too." ♦

Chat with ...

photos by Capt. Christa D'Andrea



Howard Brunje

Howard Brunje retired from active duty with the Air National Guard in February 2003 after 20 years of service and more than 13 years as an Air National Guard recruiter. His experience includes office supervisor for the Nevada and Alaska ANG, Air Force Personnel Center Palace Chase liaison and ANG in-service recruiter at Randolph AFB, Texas. He is the 1994 recipient of the ANG Recruiter of the Year award for Region 1.

Claudia Walker retired from the Air Force in September 2002 after more than 20 years of service and nine years as an Air Force recruiter. Her recruiting assignments include enlisted accessions recruiter with the 317 RCS, officer accessions recruiter with the 341 RCS and Officer Accessions Program Manager at HQ AFRS. She is a Gold Badge and Blue Suite award winner.



Claudia Walker



Betty Gibson

Betty Gibson retired from the Air Force in August 2002 after 22 years of service and nine years as an Air Force recruiter. Her experience includes time as a non-prior service recruiter, she also worked the Line Officer Accessions Program at HQ AFRS. Her awards include the Silver Badge, Top Flight Recruiter and two-time member of the Top Flight for the 369 RCS.

OA RESUMES:

BLUEPRINT

By Capt. Christa D'Andrea
Air Force Recruiting Service Public Affairs

How a recruiter's time is spent "beating the bushes" for quality officer accession leads has been significantly improved with the advent of Air Force Recruiting Service's latest interactive recruiting effort — the OA Resume Project. This newly refined recruiting tool reaches potential officer recruits through Internet job search engines and generates leads from online resumes.

"We use the OA Resume Project as a way to beat the bushes for the recruiter," said Tech. Sgt. Tony Leverett, AFRS Internet account executive.

"We need to help recruiters make better use of their time," added Master Sgt. Tony Aubrey, also an AFRS Internet account executive. "We can help by providing really good leads."

The OA project was created to first, improve the quality of leads and second, to help reduce advertising costs.

According to Sergeant Leverett, applicants who have submitted resumes indicated they have a desire to know more about the Air Force, making it a priority one lead.

"It's as if someone walked through your door and said 'I want to learn more about the Air Force,'" he added.

Currently, AFRS advertises for health professionals and engineers through Monster.com, Hotjobs.com and Careerbuilder.com. Interested parties can answer job ads by answering a series of pre-screening questions (citizenship, age, degree type, etc.). From there they can complete a resume in the AIRFORCE.COM database which is acces-

sible to recruiters. This allows the quality leads to flow to the Air Force Recruiting Information Support System — an automated system used to process information — and appear on the recruiters laptop within 48 hours of the application being filled out.

The project was initially tested in November 2001, but due to the sheer number of leads being generated, more than 1,000 per month, the project was refined to incorporate AFRISS and launched again in February 2003.

"The problem when we first started was that we had all these leads but no way to find out which leads were good or if they were effective," said Sergeant Leverett. "There was no way to count the beans. The whole reason behind the development of this project was to let AFRISS do what it was developed to do. Count the beans for us and send the information out to the field."

More than 1,500 resumes were posted in February 2003, with more than 800 of those leads meeting the necessary qualifications to become a quality lead. What does this mean for recruiters? Less time determining which leads were quality leads and more time pursuing interested and qualified applicants.

"We'd get a lot of comments from the field that said these [applicants] aren't qualified, they don't meet the education requirements, they're not interested in the active duty Air Force," said Sergeant Leverett describing feedback received at the onset of the project. "We realized we had to go back and do quality control on our process."

INT

FOR RECRUITERS



According to Sergeant Aubrey, the tool is valuable to recruiters and was designed based upon their feedback.

“We even added a GPA section within the applicant education information section as good info to know,” he added. “The tool also provides squadron market-specific data, so it’ll help us at the national advertising level as well as the group and squadron marketers.”

When a recruiter receives a resume lead they are provided with “pre-approach” information that gives them a knowledge base about the applicant.

“If you receive a resume you know they have given you the blueprint to present the Air Force to them,” said Sergeant Leverett, who was an officer accession recruiter from 1997-2001. “From my perspective, this [OA Resume Project] would have been a great addition when I was in the field.

“When you work with recruiters they just want

to know the bottom line. How or where and when you get it is irrelevant,” said Sergeant Aubrey, who began his recruiting career in 1998. “If the end result is no one wants to use these leads, than that’s a waste of time and money.”

According to Sergeant Leverett, this is a great tool and has resulted in positive feedback from those in the field.

His advice to recruiters, “Don’t sit on the leads, get on it right away. It’s all about customer service and a timely response. This resume gives you the opportunity to establish a report with the applicant.”

According to Sergeant Aubrey it is all about quality, not quantity.

“We want want to make sure recruiters know three things,” he said. “We listen to feedback, we continue to work on process improvements and we measure results constantly.” ♦

Interactive Web site helps potential recruits learn about AF

by Capt. Christa D'Andrea
Air Force Recruiting Service Public Affairs

With the increased use of new technology and the large number of Internet "surfers," the Air Force launched into the next dimension of Air Force recruiting November 2001 with a new and improved AIRFORCE.COM Web site.

Managed by the Internet Operations Center, Headquarters Air Force Recruiting Service, this new and improved site now provides more than 50 percent of all leads to recruiters and provides information to more than 30,000 visitors per day.

Initially launched in 1996, the first concept of the site was made up of individual micro sites that provided basic information about the Air Force. The concept then evolved in the Air Force Flight Plan but still only provided a visitor with limited information.

"It was a passive recruiting tool with no clear focus," said Tech. Sgt. Tony Leverett, AFRS Internet account executive. "When the site was redesigned, we wanted it to be an active recruiting tool."

Marketing officials at HQ AFRS found that potential recruits wanted to hear real stories from real Air Force members.

"We want a visitor [to AIRFORCE.COM] to make a personal connection," said Sergeant Leverett.

Through this interactive Web site, potential recruits can now read what it is like to be a doctor, pararescue jumper, pilot or even an engineer in the Air Force. The site is designed with three strategic areas in mind: to show young people the range of aspirational career choices; to show that the Air Force is at the forefront of technology; and to portray young airmen as smart, passionate, heroic and realistic.

The sight is also designed to be a helpful tool

for recruiters.

According to Sergeant Leverett, the recruiter can use AIRFORCE.COM as an electronic sales aid. The information on the site is the same information recruiters are taught to highlight while in recruiting school.

The Internet Operations Center is continually evaluating improvements to make the site a valuable asset to recruiters.

Several upgrades are on tap for the Web site, with the goal being to create more real-time communication with the customer and increase lead quality and additional pre-approach information for recruiters. ♦

The future of AIRFORCE.COM

Within the next one to three years HQ AFRS is looking at adding the following features to the Air Force's premier interactive Web site:

- Virtual base tour
- Virtual Flight (Fighter cockpit ride)
- Highlight airmen via web/video briefing
- Wireless advertising (Personal Digital Devices, cell phones, etc.)

For more information about AIRFORCE.COM and HQ AFRS interactive initiatives, contact Master Sgt. Tony Aubrey or Tech. Sgt. Tony Leverett, AFRS Internet account executives at DSN 487-4895 or (210)652-4895.

AF implements Stop-Loss

by Staff Sgt. A.J. Bosker
Air Force Print News

The assistant secretary of the Air Force for manpower and reserve affairs has authorized the use of Stop-Loss to retain specific skills needed to meet national security objectives. Effective May 2, 43 officer and 56 enlisted specialties will be affected by Stop-Loss.

“We do not take this action lightly,” said Secretary of the Air Force Dr. James G. Roche. “Stop-Loss is designed to preserve critical skills essential to supporting the global war on terrorism, while ensuring we’re prepared to meet other contingencies.”

“We’ve implemented Stop-Loss to ensure we have the necessary skilled personnel to conduct operations,” said Air Force Chief of Staff Gen. John P. Jumper. “We’ll use it only as long as necessary to accomplish our mission.”

Stop-Loss is being implemented across the active duty, Air Force Ready Reserve and Air National Guard for the affected career fields in the ranks of airman through colonel, according to Maj. Teresa L. Forest, chief of Air Force retirements and separation policy at the Pentagon.

“We take Stop-Loss seriously and are working hard to ensure the lives of our airmen, their families and their civilian employers are not disrupted any longer than is necessary to meet our national commitments,” General Jumper said.

Therefore, a waiver process will be implemented for those people with unique circumstances.

“We are doing our best to minimize this disruption,” Dr. Roche said. “And we will look at unique circumstances on a case-by-case basis and do all we can to offer appropriate relief.”

“We understand the individual sacrifices that our airmen and their families will be making,” General Jumper said. “We appreciate their unwavering support and dedication to our nation.” ♦

Enlisted career fields affected by Stop-Loss

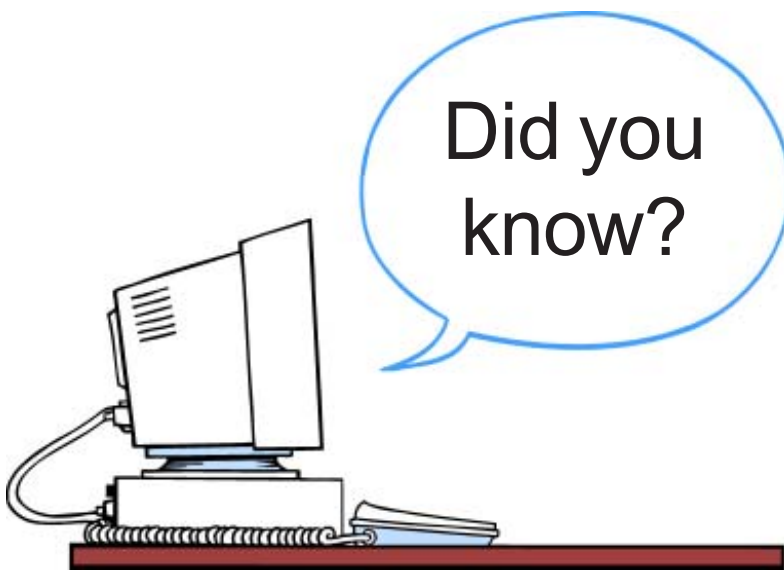
1A0XX In-Flight Refueling
1A1XX Flight Engineer
1A2XX Loadmaster
1A3XX Airborne Communications & Electronics Systems
1A4XX Airborne Battle Management
1A5XX Airborne Mission Systems
1A7XX Aerial Gunner
1A8XX Airborne Cryptologic Linguist
1C0X1 Airfield Management
1C1XX Air Traffic Control
1C2XX Combat Control
1C3XX Command Post
1C4XX Tactical Air Command & Control
1C5XX Aerospace Control & Warning System
1N0XX Intelligence Applications
1N1XX Imagery Analysis
1N200 Signals Intelligence Analysis Manager
X1N2XX Aircrew Signals Intelligence Production
1N3X4 Far East Cryptologic Linguist
1N3X5 Mid-East Cryptologic Linguist
1N3X6* African Cryptologic Linguist
1N3X7* Turkic Cryptologic Linguist
1N3X8* Polynesian Cryptologic Linguist
1N3X9* Indo-Iranian Cryptologic Linguist
1N4XX Signals Intelligence Analysis
1N5XX Electronic Signals Intelligence Exploitation
1N6xx Electronic System Security Assessment
1S0XX Safety
1T1XX Aircrew Life Support
1T2XX Pararescue
2E2X1 Com, Network, Switching & Crypto Systems
2F0X1 Fuels
2T3X2A Special Vehicle Maintenance (Fire Trucks)
2T3X2B Special Vehicle Maintenance (Refueling Vehicles)
3C0X1 Communications - Computer Systems Operations
3C2X1 Communications - Computer Systems Control
3E000 Electrical (Cem)
3E0X2 Electrical Power Production
3E4X1 Utilities Systems
3E4X2 Liquid Fuels Systems Maintenance
3E5X1 Engineering
3E7X1 Fire Protection
3E8X1 Explosive Ordnance Disposal
3E9X1 Readiness
3H0X1 Historian
3N0XX Public Affairs & Radio/TV Broadcasting
3P0XX Security Forces
4A1XX Medical Material
4A2XX Biomedical Equipment
4B0XX Bioenvironmental Engineering
4E0XX Public Health
4H0XX Cardiopulmonary Laboratory
5J0X1 Paralegal
7S0X1 Special Investigations
8D000 Linguist Debriefing
9L000 Interpreter/Translator

For more information about Stop-Loss, people can contact their local military personnel flight or the Air Force Personnel Center’s Stop-Loss Control Center at (210) 565-2374 or DSN 665-2374.

AIRFORCE.COM

Fast

Facts



Did you
know?

*More than 30,000
customers visit
AIRFORCE.COM
each day.*

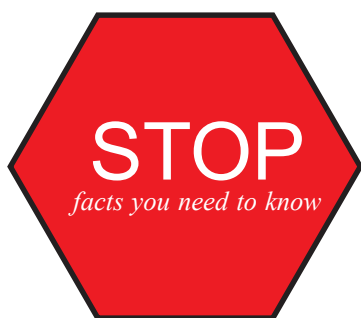
In the first quarter of FY03, AIRFORCE.COM produced:

- 58,726 leads
- 266,526 recruiter locator searches
- 66.2 percent of total leads

■ 6,746 customer questions from AIRFORCE.COM were answered through e-mail from October through February.

■ 450,244 visitors reviewed the Frequently Asked Questions section.

■ More than 1,500 resumes were posted in February 2003 through AIRFORCE.COM. More than 800 of those leads met the necessary qualifications to become a quality lead.



What is 66 percent?

The percentage of Basic Military Trainees who have visited AIRFORCE.COM (according to the BMT survey).

How many AIRFORCE.COM visitors have made appointments with a recruiter as a result of the Web site?

6,171 (1st quarter FY03)

13,213 in FY02

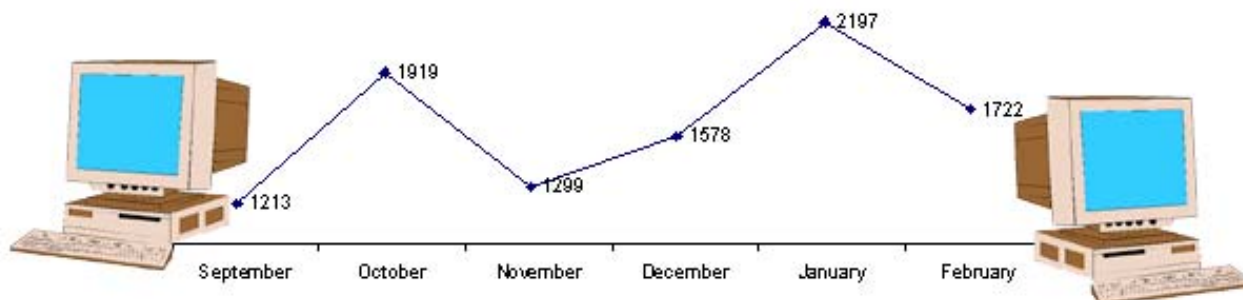
Top 10 Frequently Asked Questions every recruiter should know

1. How much will I get paid and how often?
2. What is the height and weight requirement to join?
3. What is the cut-off age to join the Air Force?
4. Are there physical fitness requirements to complete basic training?
5. What are the qualifying scores for Air Force jobs?
6. Do I have a say where I'll be stationed?
7. What must I score on the entrance test to enlist?
8. Do I have to get my hair cut for basic training?
9. What are the general qualifications for flying?
10. How long is Basic Military Training?

Answers to these and other FAQs can be found at <http://airforce.custhelp.com/cgi-bin/airforce.cfg/php/enduser/home.php>.

Chattin' away

Chat rooms are a popular place on the Internet, and Air Force Recruiting Service is using that idea to help get leads. AFRS "talked" to nearly 10,000 potential recruits through the AIRFORCE.COM chat service during September through February.



Graphic by Staff Sgt John Asselin
Source: AFRS Marketing

Photo by Staff Sgt. Sonny Cohrs



Check this out ...

Staff Sgt. Jason D. Crowder, an Air Force Recruiter from the 336th Recruiting Squadron at Moody Air Force Base, Ga., talks with potential applicants at the Southern Wildlife and Outdoor Exposition March 1, while other outdoor enthusiasts check out the Air Force RAPTOR.

AF Revises Body Modification, Mutilation Guidance

Personal appearance guidelines for Air Force people have been revised in response to a trend involving extreme body modification and mutilation that is becoming common among a small, yet growing segment of the population.

This change to Air Force Instruction 36-2903, "Dress and Personal Appearance of Air Force Personnel," prohibits airmen from intentionally altering or modifying their bodies in order to achieve a visible effect that disfigures, deforms or otherwise detracts from a professional military image.

Former CMSAF dies

Former Chief Master Sergeant of the Air Force Thomas N. Barnes died from cancer in

Sherman, Texas, March 17. He was 72.

Barnes was the fourth CMSAF and the first black elected to the highest enlisted post in any of the military services. He served in that position from 1973 to 1977.

During his tenure as CMSAF, the chief worked for equal opportunities for minorities, including blacks and women, and also worked to solidify the enlisted professional military education system.

Cost for SGLI reduced; coverage remains the same

The amount it costs military members for Servicemembers' Group Life Insurance and Family Member SGLI will be automatically reduced starting July 1.

Decreased mortality rates allow for the reductions of 1.5

cents per \$1,000 of coverage for military members and as much as a 42 percent decrease for spouse coverage.

The premium for military members with \$250,000 of coverage will decrease from \$20 per month to \$16.25.

SGLI is the life insurance currently available to all members of the uniformed services.

Members on active duty, active duty for training or inactive duty for training and members of the ready reserve are eligible for insurance through this program. SGLI is available for the member in \$10,000 increments up to a maximum of \$250,000.

Service members who carry any amount of coverage are also given \$10,000 of coverage for each dependent child at no cost. Those who decline SGLI coverage are not eligible for the dependent child coverage.

Similar to SGLI is the FSGLI for spouses of up to \$100,000. Participation in the FSGLI program is voluntary and cannot exceed the amount of coverage the military member carries.

People can have coverage restored, increased or reduced by filling out the proper paper work through the military personnel flight. ♦

Policy change:

AETC's policy on uniform wear during commercial flights has been suspended. Civilian attire is approved.



Major

Dwight Lisle 344 RCS



Senior Master Sergeant

Gary Harrah 367 RCS



Master Sergeant

Phillip Beltran Jr. 314 RCS

Onesimo Gonzales Jr. 344 RCS

Jerome Guerin 344 RCS

Vivian Hughes Jr. 368 RCS

Jose Ixchu 344 RCS

Teresa Kennerly 317 RCS

Rodney McDaniel 343 RCS

David Murphy 362 RCS

Donald Newhall 332 RCS

Michael O'Toole 348 RCS

Brian Phillips 369 RCS

Donald Strickland 347 RCS

Kenneth Teague II 332 RCS

Daryl Thomas 311 RCS

John Timmons Jr. 336 RCS

Jeffrey Wilson 339 RCS



Technical Sergeant

Ronald Albert 332 RCS

Gerardo Amezola 364 RCS

Marty Bradley 338 RCS

Alexander Ciccarone Jr. 319 RCS

Lorenzo Clark 313 RCS

Lashalette Cooks 344 RCS

Chad Hodges 311 RCS

Melvin McElyea Jr. 348 RCS

Kerrie Pillow 333 RCS

John Proellochs Jr. 311 RCS

Christopher Robinson 333 RCS

Anthony Rocha 341 RCS

Lawrence Shepard 318 RCS

Dale Tyler 361 RCS



Staff Sergeant

Patrick Connor 319 RCS

April Contreras 348 RCS

Carlos Santana 314 RCS

Abel Torres 344 RCS



Airman

Antonetta Smith 314 RCS

Congratulations to the following Senior Master Sergeant selects:

Edward Alexander	331 RCS	Thomas Kichline	318 RCS
Rudy Andabaker	HQ AFRS	Ronald Kirchner	364 RCS
Gary Bivens	367 RCS	Scot Lee	341 RCS
Patrick Brandell	461 RCS	Timothy Little	367 RCS
Scott Brooke	364 RCS	Adam Marks	348 RCS
William Cavanaugh	HQ AFRS	James Miller	369 RCS
Ernest Chapman	336 RCS	Carlos Perez-Bido	HQ AFRS
Mitchell Christopher	HQ AFRS	Paul Pettit	339 RCS
Edward Coull	361 RCS	Gary Porter	369 RCS
Ronald Draper Jr.	331 RCS	Aneta Stankiewicz	369 RCS
John Gereaux Jr.	HQ AFRS	Leon Strausser	364 RCS
John Gersper	HQ AFRS	Krystall Taylor	367 RCS
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